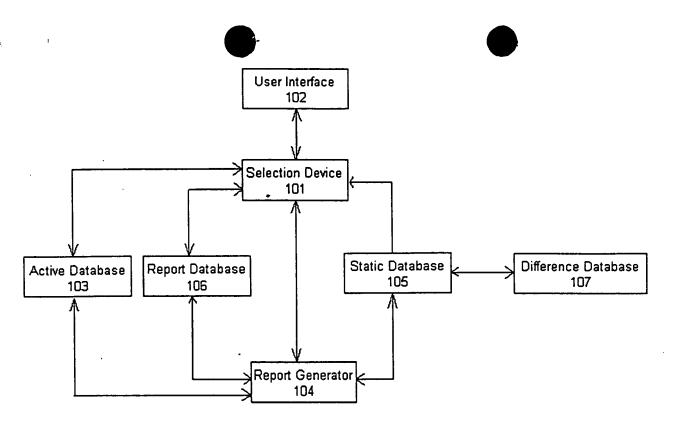


FIG. 1B



PATENT APPLICATION

OBJECT DIAGRAM

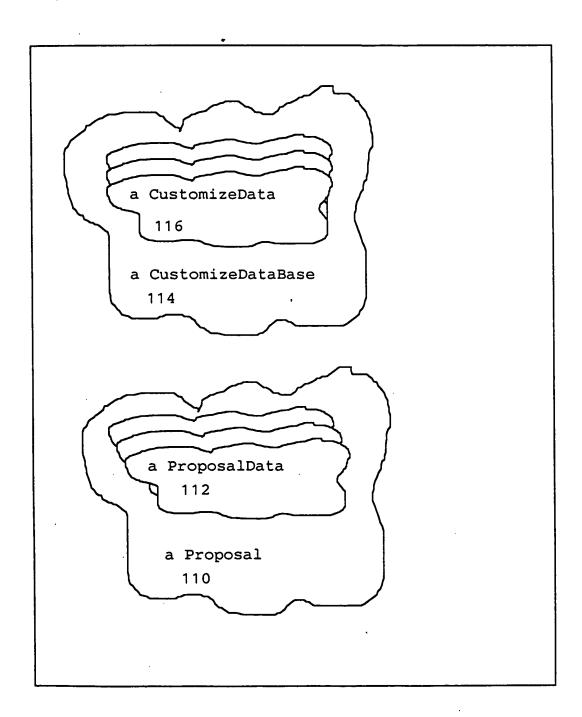


Figure 3. Active Database 103.



CLASS DIAGRAM

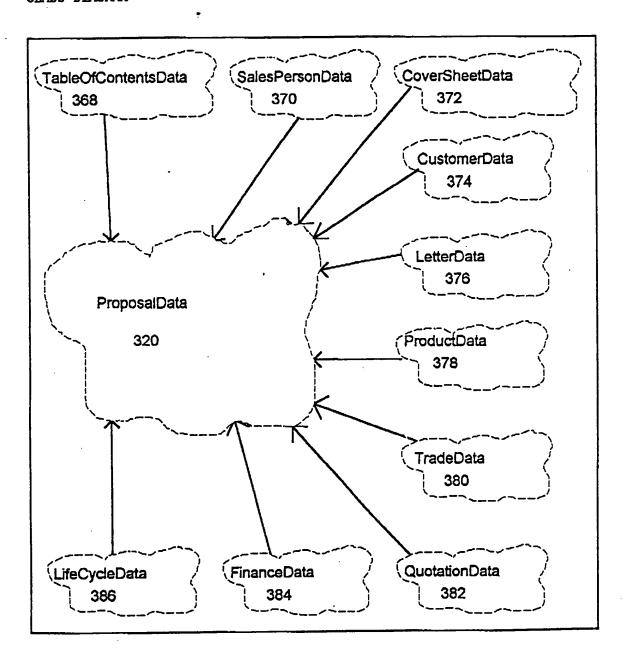


Figure 4. ProposalData class hierarchy 320.



OBJECT DIAGRAM

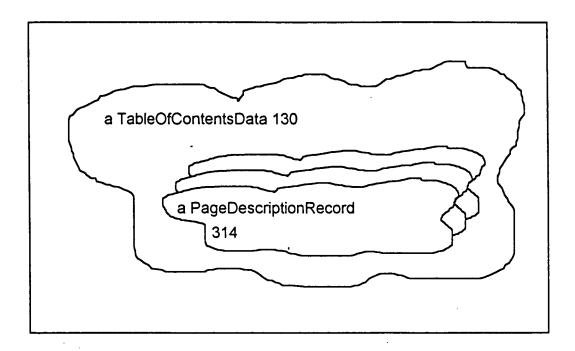


Figure 5. A TableOfContentsData object 130.

CLASS DIAGRAM

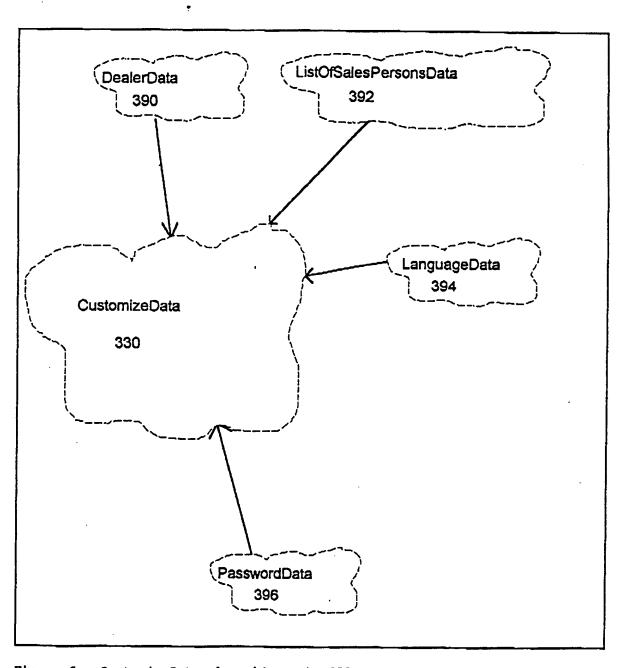


Figure 6. CustomizeData class hierarchy 330.

OBJECT DIAGRAM

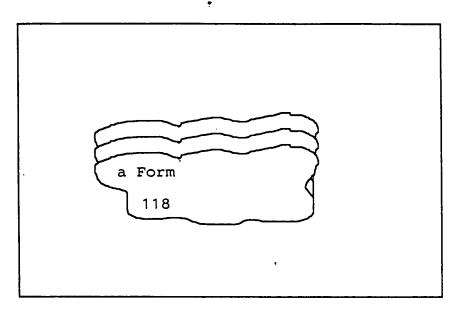


Figure 7. User Interface 102

CLASS DIAGRAM

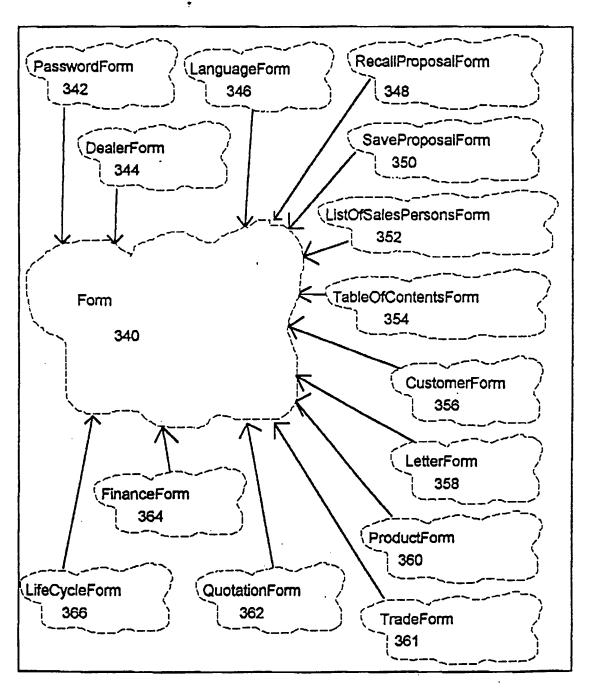


Figure 8. Form class hierarchy 340.



BLOCK DIAGRAM

Static Database 105

Environment pictures 122

Environment text 124

Product pictures 126

Product text 128

Product specifications 121

Performance specifications 123

Price specifications 125

Trademark pictures 127

Life cycle specifications 129

Product descriptions 131

Figure 9. Static Database 105.



BLOCK DIAGRAM

Processes and generates a customized printed proposal 262

Queries active database 264

Queries static database 266

Reads page description records 268

Reads page layout identifiers 270

Locates and retrieves active date 272

Locates and retrieves static-data 274

Places data in fields on pages 276

Prints in plurality of colors 278

Dealer personalization 280

Customer personalization 282

Links page identifiers with data 285

Queries report database 265

Queries difference database 267

Figure 10. Report Generator 104.

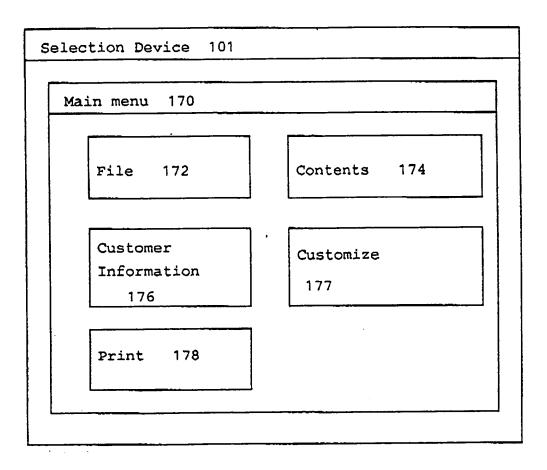


Figure 11. Selection device 101.



File 172	Contents 174		
New Proposal 186	Table of Contents 196		
Recall Proposal 188	Table of Contents (Co		
Save Proposal 190 ·	Customize 177		
	Passwords 224		
Customer Information 176	Dealer Name 226		
	Dealer Information 228		
Customer 198	International 234		
Letter 202			
Std. & Opt. Equip. 204			
Trade 206			
Quotation 208			
Payment Sched.	Print 178		
& Terms 210	B		
Economics 212	Proposal 218		

Figure 12. Main menu 170.

Table of Contents 196	Current	Publication	260
Introduction 236			
Cover Page 250			
Table of Contents 252			
Letter 254			
Product Information 238			
Features & Benefits 256			
Specifications 258			
Performance 240			
Trade 242			
Quotation & Signature 244			
Payment Schedule			
& Terms 246			
Economics 248			

Figure 13. Contents 174.





BLOCK DIAGRAM

Difference Database 107

Environment pictures 122

Environment text 124

Product pictures 126

Product text 128

Product specifications 121

Performance specifications 123

Price specifications 125

Trademark pictures 127

Life cycle specifications 129

Product descriptions 131

Figure 14. Difference Database 107.



Report Database 106	
Page layouts 120	

Figure 15. Report Database 106.

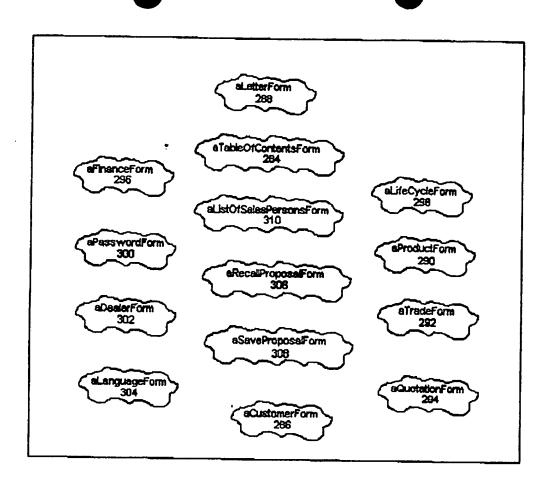
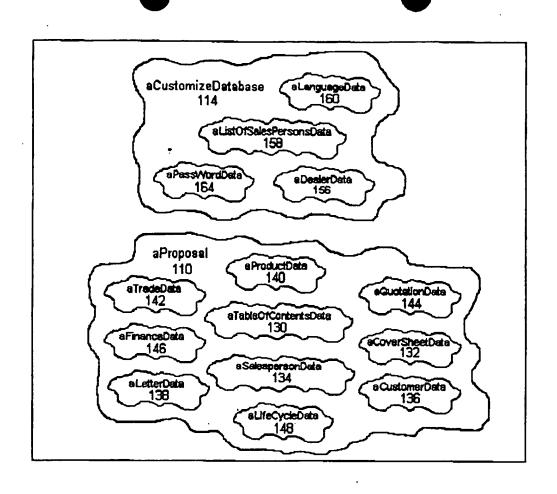


Figure 16. User Interface Form Objects.



FAX NO. 5073456579





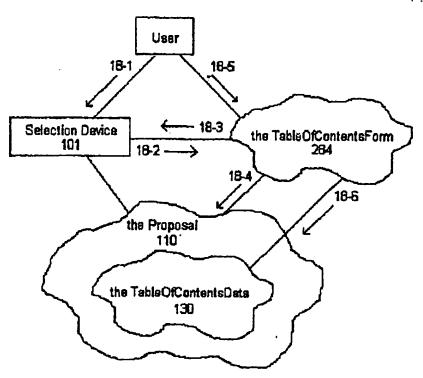


Figure 18. Selecting Pages to Print.

CWC

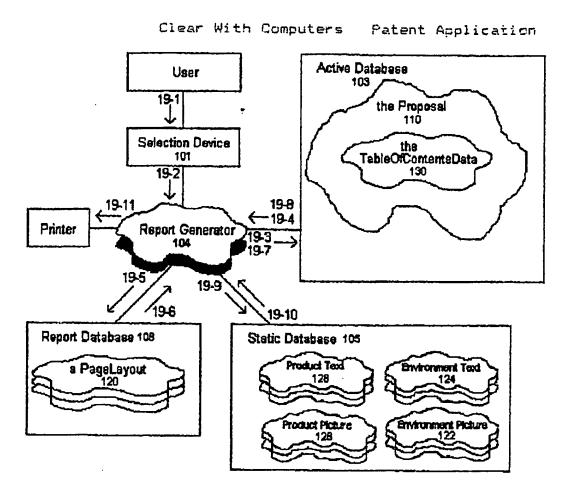


Figure 19. Generating a Cover Sheet.



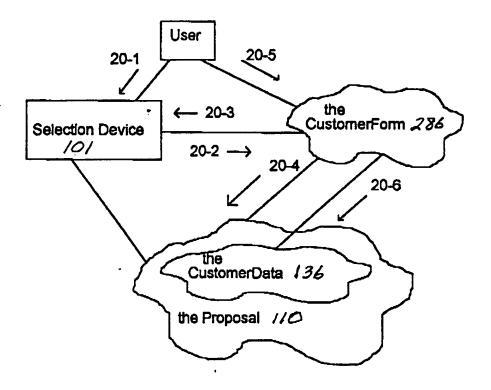


Figure 20. Entering Customer Identification Data



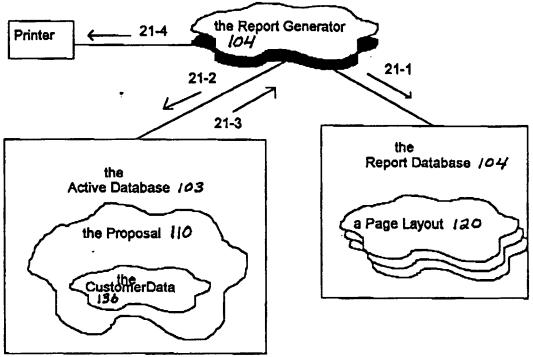


Figure 21. Generating Customer Identification Data.

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Patent Application



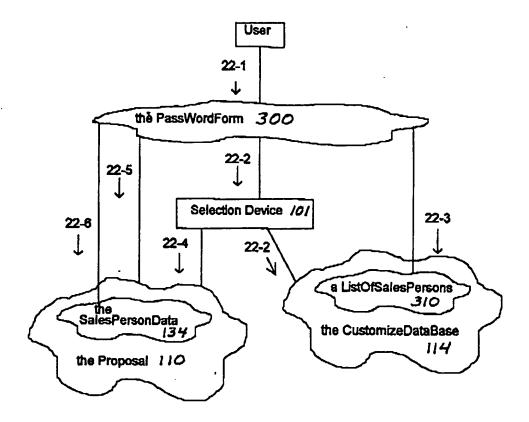


Figure 22. Entering Salesperson Identification Data.

CMC

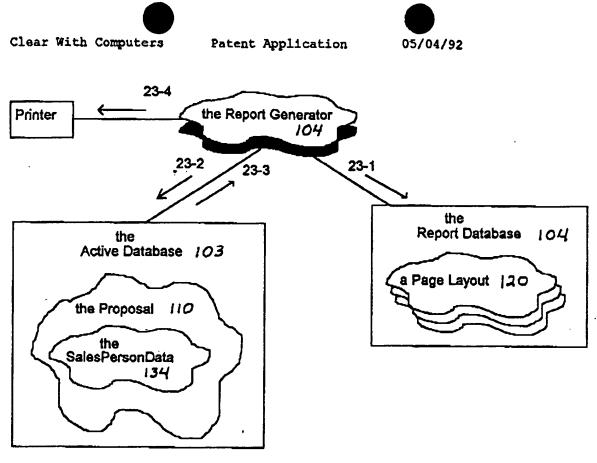
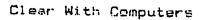


Figure 23. Generating Salesperson Identification Data.

P. 10



FAX NO. 5073456579



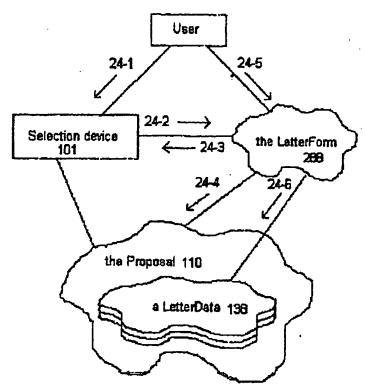
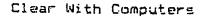


Figure 24. Entering Letter Information.

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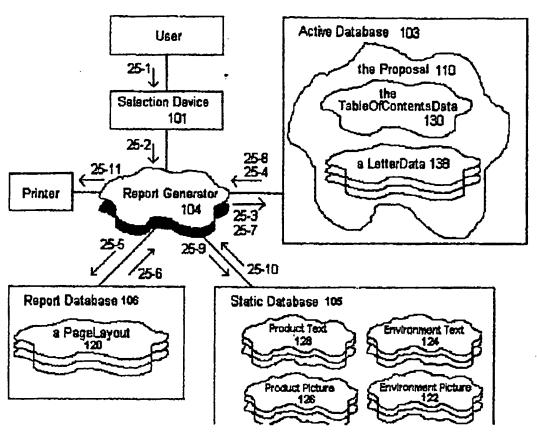
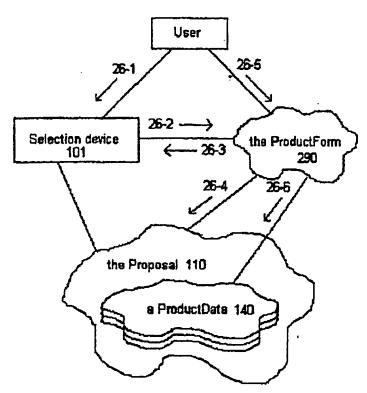


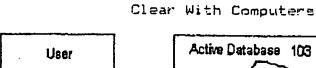
Figure 25. Semerating a Personalized Letter.





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Figure 26. Entering Product Descriptions.



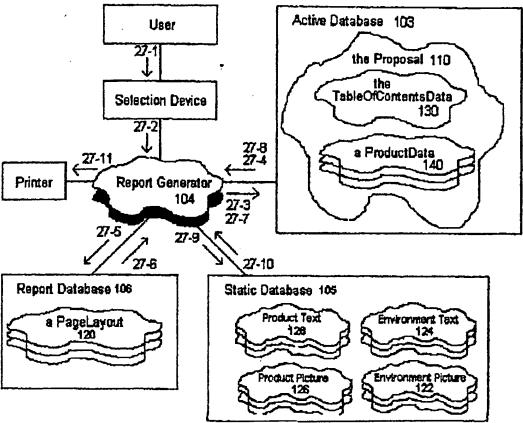


Figure 27. Generating Product Description Pages.

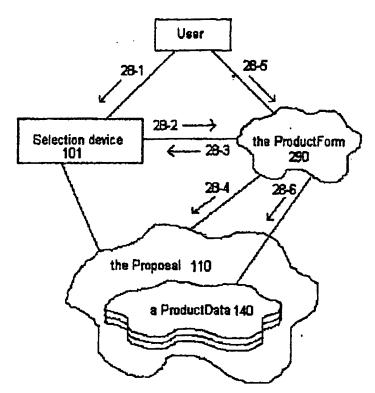


Figure 28. Entering Product Specification Information.

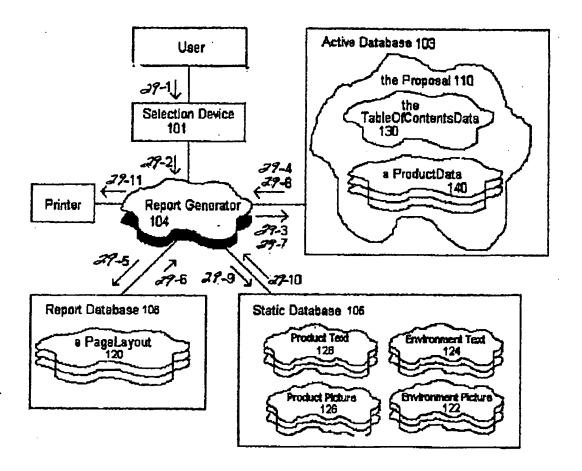


Figure 29. Generating Product Specification Pages.

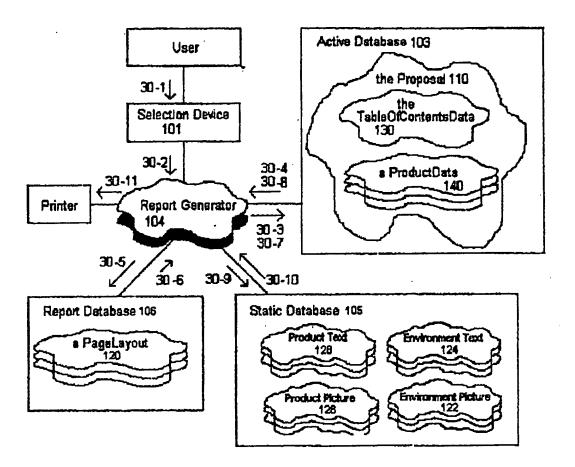


Figure 30. Generating Performance Specification Pages.

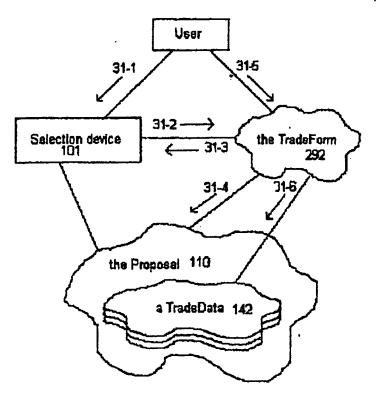


Figure 31. Entering Trade-in Information.

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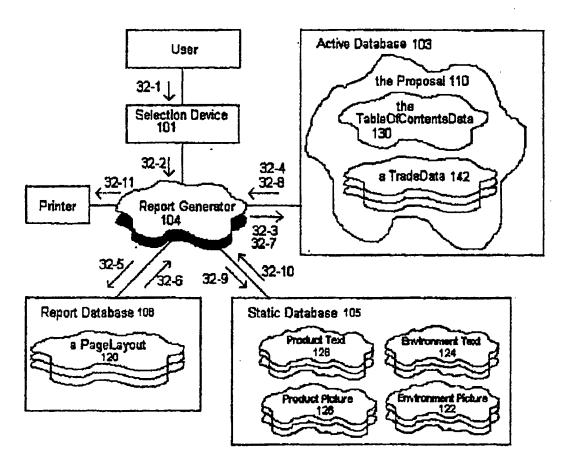


Figure 32. Generating Trade-in Pages.

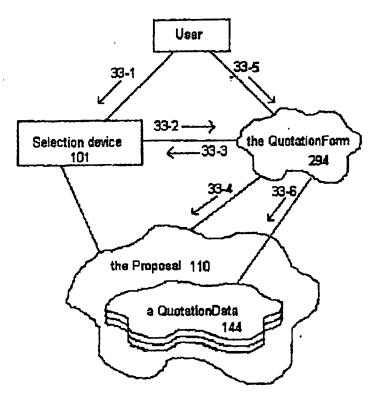


Figure 33. Entering Price Quotation Information.

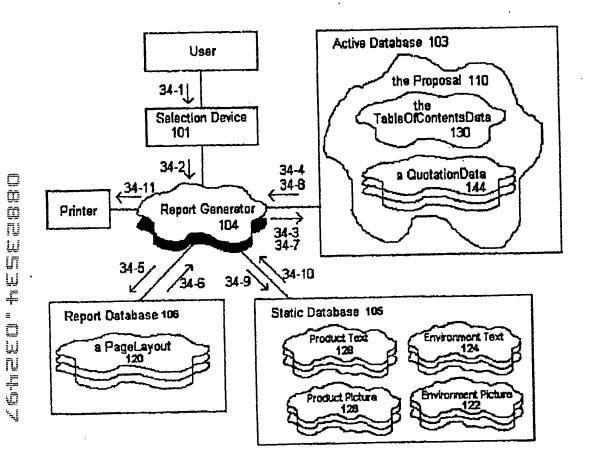


Figure 34. Generating Price Quotation Pages.

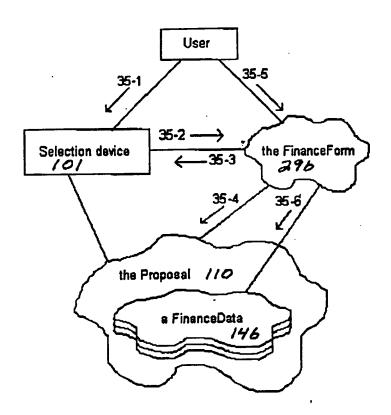


Figure 35. Entering Finance Information.

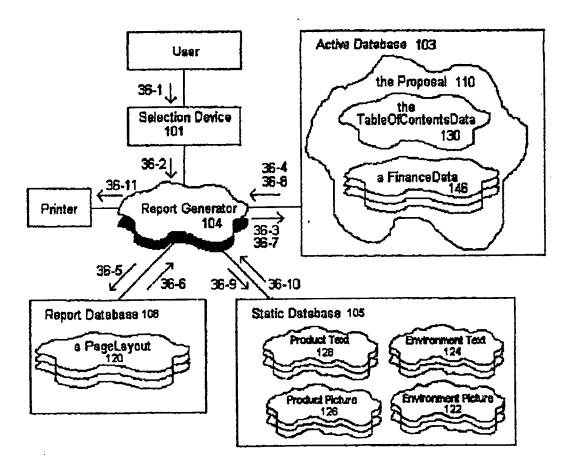
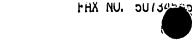
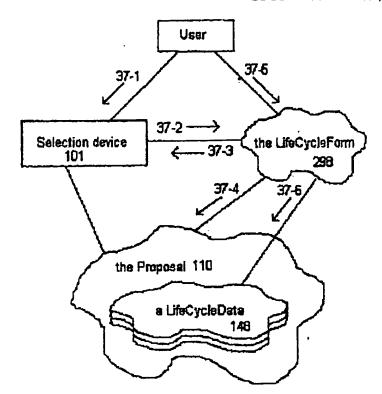


Figure 36. Generating Finance Pages.

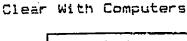




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Figure 37. Entering Life Cycle Information.





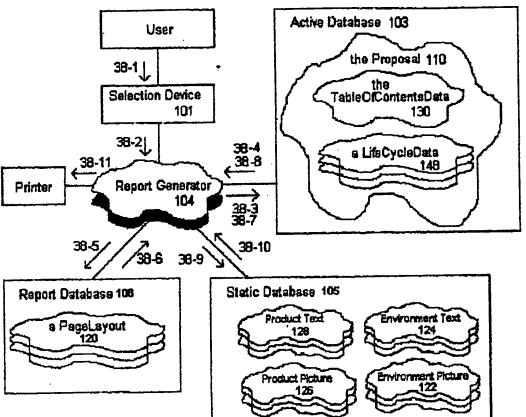


Figure 38. Generating Life Cycle CostPages.

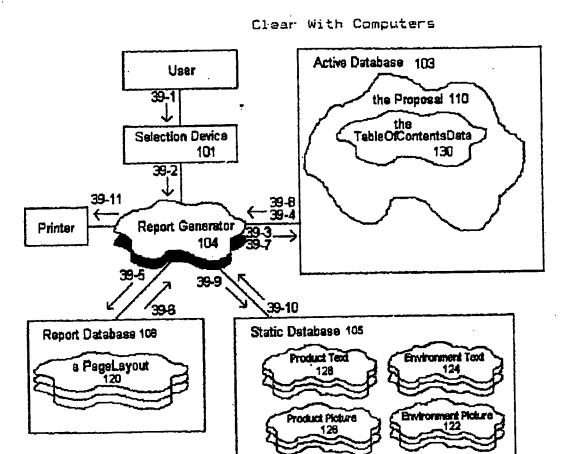
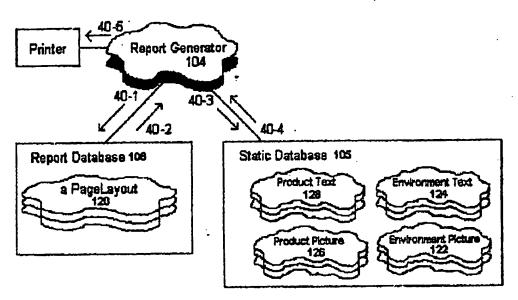


Figure 39. Generating a Table of Contents Page.



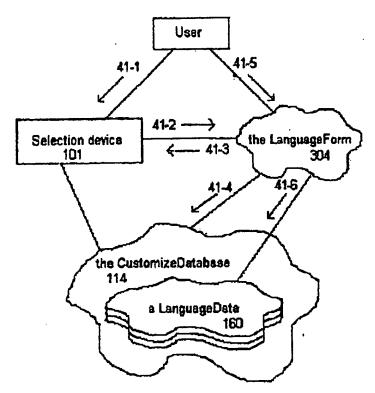


Figure 41. Choosing a Language.

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